

agricultural products, foodstuffs, and handicraft goods, is it appropriate for subward marketing cooperatives to go back to their initial pursuits and offer to sell some goods for state commerce on commission?

It is imperative to put together a new set of prices; but exorbitant price hikes, without paying attention to commodity values, should be avoided. While generating more cash revenue for the state, these increases will do much more harm--breaking up the new price plateau, creating new price differentials between agricultural food products and handicraft goods, distributing merchandise to nonconsumers, placing valuable and prime goods into the hands of well-heeled people, and pushing workers, civil servants, and salaried people gradually away from the shopping prerogatives to which they are otherwise entitled. Consequently, adequate distribution formulas and prices are now extremely necessary to ensure decent living standards for cadres, workers, and civil servants.

Market management work is indispensable as well; however, it is not a basic measure designed to stabilize market prices; and as a result, there is a need for homogeneous, adequate, and well-defined guidance, and for an effort to avoid arbitrary and impulsive phenomena apt to create a psychology of instability, involuntarily hamper the movement of city-bound goods, and cause prices to shoot up. Whether socialist trade can increase its grip on the marketplace depends on its ability to control social goods.

In light of the resolution of the Eighth Plenum of the CPV Central Committee fighting the system of state subsidies and bureaucratic centralism and resolutely switching to economic accounting and socialist business, it is hoped that the trade sector in the capital city will take dynamic, creative, synchronized, and timely measures to gradually solve its burning problems, actively contributing to accelerating production, stabilizing commodity prices and living standards, and embellishing further the visage of Hanoi streets.

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## ECONOMIC PLANNING, TRADE, AND FINANCE

VIETNAM

## RECAP OF JOINT BUSINESS ENDEAVORS BETWEEN CITY AND PROVINCES

Ho Chi Minh City SAIGON GIAI PHONG in Vietnamese 10 Apr 86 p 3

[Article by Pham Minh Tri, deputy general director of the Municipal General Corporation for Exports]

[Text] Cooperative and joint economic activities have developed between the city and provinces in many fields: trade, import/export, industry, science and technology, information and culture, etc. Of these areas of cooperation, cooperative activities in the trade and import/export fields have grown relatively strong and very large in scale. In the import/export field alone, there have been the following forms of cooperation and joint business: exchanging goods, buying whole and selling in sections with foreign currency, import/export consignments, cooperative purchasing, joint business investment in production (cropwork, fishing) of agriculture goods, industrial crops, and marine products. The city is presently conducting joint businesses with the following provinces: An Giang, in agricultural produce; Minh Hai, in marine products (the Song Doc Marine Products Joint Business); Thuan Hai, in marine products (the Ham Tan Joint Business); and Kien Giang, in marine products (Phu Quoc Joint Business). Additionally, the city is promoting marine products business in Vinh Chau District, Hau Giang Province, and with a district in Ben Tre Province.

Of the above joint businesses, the Song Doc Marine Products Joint Business (Minh Hai Province), a relatively large-scale business (with a yearly export business volume of around 2 million dollars), has been effective in promoting the development of fishing in Tran Van Thoi District through the use of science and technology (lantern net fishing). After 2 years of operation, it has returned distinct economic results for the province and the city.

Nevertheless, in the process of developing cooperative and joint economic relations between Ho Chi Minh City and provinces, alongside good results, we also still have a number of problems to correct and overcome in order to take stronger steps forward in the future.

The problem to be addressed first is that of outlook. A number of business units do not yet thoroughly grasp the policy of cooperative and joint

economic activities between the city and provinces, do not yet correctly and fully realize the objective need for coordinating forces and exploiting potentials, capabilities, and strengths of each other in order to contribute to accelerating production, controlling goods and purchasing at the source, and eliminating middlemen and distant merchandising. Therefore, when conducting business activities, a number of units place too much emphasis on short-term merchandising and exchanges, do excessive accounting of profit and loss when trading, and do not emphasize setting up long-term cooperative and joint economic relations right at the production phase in order to promote the development of production. A number of cadres in all sectors and levels are still suspicious of the economic effectiveness of joint businesses that have been formed between the city and provinces. The above instances of deviation lead to a situation in which it is easy to get unanimity among the municipal and provincial leadership on the orientation and methods of economic cooperation and joint activities, but when it comes time to implement them in business units difficulties and obstacles appear over specific issues (prices, sharing, profit and loss, etc.).

In continuing to promote cooperative and joint economic relations, according to the guidance of the municipal committee and the resolution of conferences on economic cooperation between the city and provinces for the immediate future, units must emphasize organizing and developing, in addition to the types of cooperative and joint economic endeavors already formed and developed well, forms of joint business investments in the production phase, promoting development of production, and thereby controlling products and purchasing at the source, eliminating middlemen and distant merchandising, contributing to price stabilization, and reforming and managing the market on the regional scale.

The city has specifically set up the following economic cooperation and joint activity projects with provinces and the central echelon:

--A project of investment in production (rice) in the provinces of the Mekong River delta. With this project, the city will advance provinces foreign capital in the form of materials (fertilizer, insecticides, etc.) in order to conduct intensive cultivation of rice and subsequently receive paddy for export. It is a project of balance and aid for the rice crops of provinces in the Mekong River delta.

--A project of cooperation in agricultural products and industrial crops (peanuts, beans, black pepper, coffee, etc.). The city and provinces cooperate in the following forms: exchanging goods; buying whole and /xvjqh jq /xpw-./ . J-r . A,ort consignments; purchasing cooperation; joint business investment in production (with both sides investing, sharing profits, bearing . . . . . jointly for a lengthy period of 3-5 years or more). In these ways, the city will import and zs+zqpx w- .b-+jqpx/ .xwb-vx;ir axbwjvj%xu - . . . . . es, etc., for investment in production. The foreign currency received from exports (after deducting initial expenses) are divided between the parties



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--A project of cooperation in marine products (shrimp, fish, etc.) in the following forms: cooperative purchasing at the source (at the price set by the Central Committee); buying whole and selling in sections; joint business in culturing and catching, purchasing, processing, and exporting. This project is characterized by cooperation between the city and the central marine products sector (Ministry of Marine Products) in a number of aspects and is related to rear service on the sea, processing marine products, ship repair, import/export, etc.

If the above projects are implemented well, they will advance economic cooperation and joint activities between the city and provinces a step forward in quality development, making relationships the city and provinces ever more intimate and closely knit, contributing to exploiting each other's potential, capabilities, and strengths, and building and developing the economy of the provinces and the city.

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ECONOMIC PLANNING, TRADE, AND FINANCE

VIETNAM

CONTROL POSTS ABOLISHED ; MARKET MANAGEMENT STILL NEEDED

Ho Chi Minh City SAIGON GIAI PHONG in Vietnamese 10 Apr 86 pp 1,4

[Article by the "Distribution and Circulation Group of Correspondents":  
"One Week After the Order Abolishing Control Posts on Communications Axes"]

It is now more than a week since the resolution of the municipal party committee on "abolishing control posts and tax posts on road and waterway communications axes in the city" became effective (on 1 May 1986). Is the circulation of goods on the municipal level still in dire straits? Are responsible agencies strictly carrying out the city's orders yet? What effect has the above resolution of the municipal people's committee had on prices and daily life? These are concerns of the working people of the city and production and business people in and outside the city.

Mobile Control Has Diminished Along Streets, But Not Completely Stopped

Our first observation is that there has been a cut-back in the fixed and mobile control "fence" on waterway and road routes, but it has not been completely abolished. The large tax collection stations that conducted aggressive inspections at Cay Kho (Nha Be), Binh Trieu train station, Rach Cat (8th Precinct), and Tan Son Nhut Airport have ceased operation. The temporary business tax collection station on Highway 4 in Binh Chanh District also no longer exists. Sudden inspections of vehicles have greatly decreased on all big thoroughfares, such as the Hanoi highway and the routes from Binh Chanh and Cu Chi into the city. Itinerant citizens are less frequently bothered by having to stop and undergo inspections. We have observed happiness about this in many people, from cadres, workers, and civil servants to small merchants. Mrs Nguyen Thi Sen and Mrs Nguyen Thi Ngo, who have a vegetable garden in Tan An Hoi Village, Cu Chi District, usually hire a Lambretta in the morning to transport their vegetables to Ba Chieu Market for sale. On some trips before 1 April, their vehicle was stopped at Cu Chi, Hoc Mon, and other places for inspections to determine whether it was not packed with such contraband as peanuts, pork, or beef. The ladies reported to us that no more vehicles were being stopped "on suspicion." The director of Cooperative M.B., in the town of Thu Duc, verified for us that the practice of pork management by localization (each village managing swine in that village, not allowing swine to leave the



village) had ceased. One village can buy from another, as long as it informs the marketing cooperative (in the village with pigs to sell) to avoid competitive buying, and it must also pay the 5-dong fee per head for exporting pigs from the village!--The district is still maintaining this fee in effect. A number of farm people in Binh Chanh district stated that mobile market management teams have been discontinued in An Lac, Binh Hung, and Cho Dem. Nevertheless, while unreasonable inspections have diminished on communications axes, they have not yet stopped. This indicates that a number of control organs and localities are not yet strictly complying with the order of the municipal people's committee. The waterway control post in Cho Dem, Binh Chanh District, notorious for bribery, has not yet been abolished. This is a ship inspection station, but there are a number of persons who call themselves tax evasion cadres of the station and specialize in stopping ships and boats to make money. They have no tax invoices or documentary proof. Two of the men, by the names of Hung and Duc, take bribes most openly. Mr Truong Cong Tho, manager of a vessel contracted with the Hau Giang Province Agricultural Products Corporation to transport lumber for the Agricultural Products and Food Corporation of the First Precinct, had to pay them bribes of from 50 to 200 dong over 100 times to avoid being found at fault and in trouble. There are still instances of vehicles being stopped and cargo searched within the city. At 1500 hours on 2 April, we saw communications control personnel (Office of Communications and Transportation, Fifth Precinct) stopping vehicles of all types on Ben Ham Tu Street (in front of the La Cai firewood yard), questioning the occupants and inspecting goods. At 1015 hours, 4 April, at the corner of Truong Dinh and Nguyen Dinh Chieu Streets, a number of personnel of the communications control unit of the Third Precinct (Office of Communications and Transportation, Third Precinct) had also stopped Hondas, 3-wheeled vehicles, and cyclos to inspect goods; among the personnel was the driver of an SS.50 Honda with the plate number 58BA-3663. On the morning of 7 April, on the corner of Vo Van Tan and Ba Huyen Thanh Quan, there was a group of public security force personnel (not traffic police) also stopping traffic and conducting searches. In summary, instances of mobile inspection on streets continue contrary to Resolution No. 49 of the municipal people's committee (article 2: "Abolishing all forms of mobile inspection by tax, control, and market management forces").

Trucks coming into the city from the provinces are also still being stopped on the highways and searched. On the road from Da Lat to Ho Chi Minh City, trucks are stopped at the Phen Rapids control post, the control post at kilometer 142, and at the Ma-da-gui Control Post. On 1 April, a truck hauling goods from Dalat to the Cau Muoi/Cau Ong Lanh Market had to pay 1,200 dong to the Ma-da-gui post. There are still many control posts on roads and waterways entering the city from the west. Boats coming into the city from Hau Giang must pass through nearly a dozen control posts, such as Tra On, Tam Binh, and Mang Thit in Cuu Long Province; Cho Gao and Go Cong Tay in Tien Giang; Thanh Vinh Dong in Tra Vinh, and Kinh Man and Can Giuoc in Long An. Money the boats pay to control posts have contributed to the high prices of goods.

The above situation explains why, a week after abolishing control posts on city axes more goods are not reaching markets yet and prices, especially of agricultural goods, show no sign of stabilizing. If instances of unreasonable (and illegal!) searches continue on the municipal level and provinces do not yet join the city in abolishing control posts that prohibit marketing, it will still be very hard to stabilize the market.

#### Only With a Rational Pricing Policy Can the Market Be Managed at Source

The abolishment of control posts that prohibit marketing presents an urgent requirement for practicing market management at the source--i.e., at the place of production and business. Market management activities must serve the state's effort to control goods and money, see to the daily life of the working people, and properly punish speculators and smugglers. Deserving attention are till improper purchasing policies and purchasing and sales competition between state economic units, as well as between these units and private merchants, which make the policy of abolishing control posts ineffective. After receiving Resolution 49 of the municipal people's committee, Binh Chang District abolished tax stations on communications routes and prohibited all forms of mobile control, at the same time instructing trade units to increase materials and consumer goods funds for farmers in order to buy agricultural products. Yet the district still found purchasing difficult. Private merchants buy molasses at twice the price fixed by the state. They pay 10-15 dong per kilogram more than the price set by the Commerce Service for pork on the hoof. They pay twice as much as the price set by the state for peanuts. A number of trade units in the city compete with Binh Chanh District for shrimp, even paying a commission to people traveling on transport vehicles to act as intermediaries to buy goods. Farmers are not satisfied with the purchasing prices of the state, because they consider them inappropriate, not compensating production costs. If there are no reasonable goods or materials for exchange, the farmers only sell to whoever pays a high price, whether private merchants or state economic units. In Cu Chi a situation is developing in which many state units are competing to buy peanuts. Villages buy, district trade corporations buy, and central, city, and urban precinct trade corporations come to buy. The price of peanuts has risen to 34-36 dong per kilogram (while the set buying price is 14 dong). In the Port of Saigon, there are four trade units of the city and precincts buying such items as electronic goods, cosmetics, fabrics and thread, and cultural goods brought in by ship from foreign countries. Private merchants also compete for purchases. Purchasing prices are going up constantly. It is very necessary to abolish market-restricting control posts in order to normalize the circulation of goods, yet subsequent measures are necessary to establish order in the market and hinder and progress toward the abolishment of purchasing and sales competition among economic units. There must be a rational pricing policy for materials and consumer goods in reference to farmers selling agricultural goods to the state. Aspects of the solution to this problem surpass the capability of wards and districts to solve. Yet if it is not solved well, the abolishment of control posts will not continue in effect, or will continue only formally, for, in order to control goods and meet



standards, localities will one way or another "fence themselves in" in order to buy goods and prevent other places from coming in and buying them. In Cu Chi, many villages still block farming people from bringing peanuts out of the village.

#### Market Management Must Be Renovated

The bureaucratic centralism and state subsidy system of management created many agencies with the control functions that stepped on each others feet. Resolution No. 49 of the municipal people's committee determined the control function of public security, taxation, forest management, and quarantine sectors. But what if many units in addition to the above four sectors still inspect goods in circulation?--specifically: peace and order units and red flag units in markets; subward units and civil defense forces in subwards and guerrillas in villages; public security forces in subwards; communications control units of the communications and transportation sector; and assault youth units of the youth union. The above units do not set up stations and road-blocks, but have previously had the right to conduct mobile inspections of traffic in their own areas of operation. There were instances in which they were able to catch smugglers red-handed, but there were also many instances when it was only a matter of halting traffic unexpectedly out of suspicion. We think that any citizen has the right to arrest criminals in the act, including illegal merchants. But we cannot let too many sectors and units assume for themselves the right to inspect and control, including matters outside their own responsibility, stalling production and circulation. There must therefore be specific regulations on what unit has the right to inspect and control what, with what limitations.

Chasing after norms also leads to pervasive, unreasonable control. For a long time there has been a situation in which wards and districts levy higher norms on market management forces than the year before (norms for the number of arrests and the value of goods turned over). To meet norms, many units do not avoid unnecessary inspections and searches of goods, sometimes conducting them on mere suspicion. According to statistics, over 70 percent of the arrests made by district and ward market management forces were on transportation routes, and only about 30 percent were made at the place of unauthorized production or business of the illegal merchants. The tax sector also experiences instances of higher echelons levying higher tax-collection norms this year than last year on lower echelons. The abolishment of market-restricting control posts creates a strong requirement for renovating the make-up of market management in that norms are not administratively levied. In-depth market management must be performed, with ring-leaders and dishonest merchants caught by mobilizing the masses. Searching goods on transportation routes is no longer appropriate. Everyone is looking forward to that change.

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ECONOMIC PLANNING, TRADE, AND FINANCE

VIETNAM

BRIEFS

**DRINKING ON HANOI STREETS**--At present, in some sectors drinking liquor and beer at work is prohibited. Nevertheless, I have noted on several Hanoi streets that, because of the existence of a draft beer stall, a whole section of sidewalk was transformed into an open-air pub. People in standing, sitting, and other positions clustered around jars of beer and heaps of victuals wrapped in tree leaves and placed on the sidewalk, even close to gutters. Red faced and tipsy in voice, they often exchanged blows among themselves. Bicycles and motorbikes were thrown pell mell amid stifling odors of food and liquor. A cadre in charge of a beer stall told me, "Inside the stall, decent tables and chairs are available but they keep eating and drinking on the sidewalk despite our insistence, and we can do nothing about that." I believe that the above spectacle not only creates disorder and squalor along the streets, but also displays an unrestrained lifestyle at a time when the entire society is eager to take part in labor and production and eliminate the drinking vice. It is all the more regrettable since it takes place along the streets of the capital city usually visited by foreigners. It is suggested that responsible sectors in the nation's capital--traffic police and the cultural and commercial sectors--take vigorous remedial measures. [By Le Dinh Vinh, Haiphong] [Text] [Hanoi DOC LAP in Vietnamese 2 Apr 86 p 4] 9213/9435

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AGRICULTURE

VIETNAM

MARITIME PRODUCTS SECTOR SAID TO UNDERGO TRANSFORMATION

Hanoi QUAN DOI NHAN DAN in Vietnamese 31 Mar 86 p 3

[Article by Thieu Quang Bien: "A New Transformation in Catching Maritime Products"]

[Text] Every year the maritime products that are caught account for about 70 to 80 percent of the total quantity of maritime products serving the requirements of domestic consumption and exports. During the past several years, especially in 1985, fishing in general and the catching of maritime products specifically have been a seething economic front. By means of all-out efforts to reorient production, create internal capital, develop production, and fulfill obligations to the state, new accomplishments have been achieved in catching maritime products. According to data of the Ministry of Aquatic Products, the total amount of capital invested and the principal materials supplied by the state to the fishing sector in the 1981-1985 5-year period amounted to only half, or less than half, than the previous 5-year period, but production amounted to 3.5 million tons of all kinds, which was 103.3 percent of the output in the 1976-1980 5-year period. In 1985 production amounted to 808,000 tons, 15.4 percent greater than the norm set forth by the Fifth Party Congress. The sector accumulated for the budget more than 6 billion dong, while at the same time halting the decline caused by prolonged deficits and bringing about new development in a number of regards.

In recent years the state has allowed the aquatic products sector to use exporting to achieve a balance in order to maintain and develop production and fulfill obligations toward the state. That was also a turning point in gradually changing over the bureaucratic centralism-state subsidy administrative mechanism to a new mechanism--socialist production and commerce. Because of its strengths with regard to tropical fishing and the existence of a large consumer market, the aquatic products sector regards exporting as a very important mission. The sector has paid attention to investing in and more fully utilizing the capacity of the equipment of the domestic frozen food processing plants to produce export goods. Many new factories have been built in many new provinces and even at the district level. The value of export goods production has increased rapidly. The value of exports during the 1981-1985 5-year period was nearly four times greater than in the 1976-1980 5-year period. But even more important, the capital earned from exports contributed importantly to maintaining and restoring the



traditional trades, to developing new trades, and to increasing mechanized and semi-mechanized catching capabilities in all three economic sectors: state, collective, and the families of fishermen. The number of motorized ships and boats increased from 28,021--with a total of 453,915 horsepower--in 1980 to 30,6000 and a total horsepower of 478,000 in 1985. The shrimp trade increased from 2,000 nets to 10,000. The number of workers increased by nearly 45,000 by 1980. The changes with regard to manpower and facilities during those years were factors which led to the result of an annual increase of 7 percent every year during the 1981-1985 5-year period.

All three maritime products exploitation sectors--state, collective, and family--were reorganized and began to develop their existing capabilities. Attention was paid to developing the leading role of the state sector in the fishing trade. The state forces, with their strengths vis-a-vis technical equipment and cadres, did a good job of combining on-the-spot exploitation with going to catch fish at the fishing grounds, depending on the season, which created high productivity and new efficiency in catching and processing maritime products.

The cooperatives, production collectives, and solidarity teams engaged in fishing, and the families of fishermen, every year catch more than 80 percent of the total fish output and have played a great role in supplying products for domestic consumption and raw materials for export. Along with reorienting production, during the past several years the party and state policies that have been promulgated have furthered the socialist transformation of the fishing trade and contributed to resolving problems so that the fishermen can be content in production. Therefore, in the southern provinces the solidarity teams are well organized and have developed rapidly numerically. The path of advance of the solidarity teams in production and commerce in the fishing sector has also been quite unique: three or four fishermen's families voluntarily contribute boats and fishing equipment to set up a solidarity team, and contribute additional capital, which is added to capital borrowed from bank to build or buy a medium-sized boat in order to develop deep-sea fishing. Therefore the solidarity teams have expanded their production areas and developed additional new high-productivity trades. The output of the fishing solidarity teams has increased 5, 10, or in some years 20 times, in comparison to the time when they were engaged in individual livelihood. That new economic form is appropriate to the level of management, so they are highly productive and is supported by the majority of the fishermen. In Quang Nam-Da Nang alone thousands of such teams have been set up. Many teams have recovered their investment capital after only a few fishing seasons. After several years of operating successfully many small solidarity teams, in order to expand their scale of production, have joined together to form collectives, organized additional processing and service trades, and organized combined production and commerce.

Scientific-technical research has undergone additional new development and in recent years has contributed positively to restoring and developing exploitation capabilities. The research topics have remained close to the actual situation and directly served production. The mass movement to develop initiatives and apply scientific-technical advances to catching and raising

aquatic products in all three economic sectors--state, collective, and family--has developed.

In future years the missions of the aquatic products sector will be quite heavy. It must endeavor to, by 1990, attain an output of between 1 and 1.1 million tons of maritime products. The renovations in management during the recent period are advantages which will enable the aquatic products sector to attain that goal. But at present, when the entire aquatic products sector is enthusiastically beginning 1986, our country's fishing is in fact still small-scale coastal fishing, primarily at depths of under 25 meters, and is greatly affected by natural disasters, storms, and floods. The reorganization of production has not yet been completed, especially organization at sea in the key fishing grounds. Many localities are still creating obstacles, and even prevent ships and boats from other localities which move about catching fish according to the season from catching fish in fishing grounds within their administrative jurisdiction. Fishing forecasts, studies, and surveys have not yet met the needs of production. The fishermen are a powerful force but have not yet fully utilized their exploitation potential with regard to freshwater, saltwater, and brackish water fishing. Fishing has been promoted but has not yet been combined with protecting resources, especially shrimp. Nor has service network also has not met the extensive and rich needs of the sector. Therefore, in order to create advantages for exploiting maritime products, the present efforts are intended to make good use of the labor potential and the material-technical bases, reorganize production so that it can be appropriate to the natural characteristics of the resources, promote ocean fishing, and develop the raising of aquatic products, while also organizing services ashore and at sea, building and repairing ships and boats to meet the needs of fishing and the state purchasing of products, orienting the aquatic products processing industrial sector according to the requirement of creating increasingly larger quantities and high quality, etc.

Contributing to fulfilling the missions of the fishing sector, our armed forces have some naval detachments which combine combat training and patrolling with fishing. Some units on distant islands participate in catching abalone for export, and some other units raise shrimp in brackish tidal pools. Especially, thanks to the assistance of the aquatic products sector with regard to breeding stock and techniques, the troop units along the northern border have built dams to create reservoirs, dug ponds, etc., to raise freshwater fish, protect and improve the environment, and serve the material and spiritual lives of the troops. At present the troop units are manifesting a strong sense of responsibility in combining fishing with raising and protecting maritime products, and in contributing, along with the entire aquatic products sector, to victoriously meeting the goals set forth for the sector in the 1986-1990 plan.

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